AMENDMENTS TO THE SPECIFICATION

Please amend the paragraph at page 4, line 27 through page 5, line 7 as follows:

The system collects and stores within a database a minimum of one year of historical weekly demand data for products sold by a retailer. Each product[[s]] is associated with one of several different seasonal models utilized for forecasting future product sales. Each seasonal model represents an annual sales pattern for the products associated therewith. The system compares the historical weekly sales data for products with the different seasonal models to determine a best match between products and seasonal models, and when a better fit is discovered, a product's association is changed to the seasonal model determined to provide the best match for the product.

Please amend the paragraph at page 7, line 24 through page 8, line 4 as shown below:

As part of the demand forecasting process, historical demand data is saved for each product or service offered by a retailer. This historical demand data, and other information derived therefrom, may be obtained for an individual product and also for all products within a merchandise group. As stated earlier, the demand forecasting process utilizes seasonal profiles or models that are typically calculated at an aggregated level or class of the merchandise or product hierarchy. This methodology presumes that the individual products in the aggregated level have a similar seasonal selling pattern, which may not always be accurate.

Please amend the paragraph at page 8, lines 18-24 as follows:

Seasonal profiles may be displayed graphically by line graphs, such as in Figure 4. Figure 4 provides a comparison between the seasonal sales models for two different product groups, referred to as MODEL 1 and MODEL 2, depicted by line graphs 401 and 403, respectively, and a seasonal sales model for an individual product or SKU, shown by line graph 405. In this example, graph 401 represents the seasonal profile for a product group including children's toys, graph 403 represents the seasonal profile for the product group including pet products, and graph 405 represents the seasonal profile for a pet toy.

Please amend the paragraph at page 9, line 24 through page 10, line 4 as follows:

Referring now to Figure 5, the major elements of a batch process for automatically tuning product seasonal models will ~~know~~ now be described. To tune products using APT, the user must submit a tuning session, including desired tuning parameters, to the APT batch process. The APT batch process will only tune the products that are in the classes or models and locations defined for the session. Tuning process input parameters and user-defined limits, filters and requirements are contained in the table PFAutoTuningHeader 501. Tuning parameters specified in table PFAutoTuningHeader 501 include:

Please amend the paragraph at page 10, lines 8-11 as shown below:

Model Variance >= Model Variance is an overall measure of how well the Model is representing the products that are currently in the ~~mode~~ model. The larger this value, the less representative is the model, and the greater the need to analyze the products contained in the model for possible regrouping.